

MARYLAND'S INCUBATOR UPDATE

Vortaring Maryland's Sechnology Future

Most Recent News on Maryland's Business Incubators Presented by the MBIA Vol. 17 September 2002

In this Issue:

I. Incubator News:

- Technology Assistance Center (TAC) Incubator
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- Technical Innovation Center (TIC)
- Emerging Technology Center (ETC)
- techcenter@UMBC

II. MBIA News:

Angels and Eggs Applications Received

Technology Assistance Center (TAC) Incubator Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New Tenant:

Verche Technologies and Management Solutions – Cheryl Jones, President and CEO
 Verche Technologies and Management Solutions is a woman-owned, minority business enterprise that specializes in program and project management.

New and Noteworthy:

• Mayur Technologies, which was accepted into TAC in June, has expanded into additional office space. The high technology company is focused on IT and engineering services with an expertise in satellite data processing, wireless applications, GIS, research and development standards and web development

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenant:

AnhydroCyte – Mark Berninger, Founder and CEO

AnhydroCyte pioneers the development of preservation technology based on biological mechanisms for desiccation tolerance. The technology has wide commercial applications, including use in the development of new products for the detection of chemical or biological threat agents and use in biomedical research, such as drug discovery, diagnostic medicine and cell-based therapeutics.

Graduate News:

• MTDC graduate **Marligen Biosciences**, which develops, manufactures and distributes products and services for life science researchers, has acquired **Clairus Technology**, a biotechnology company which has been located in MTDC since July 2001. Clairus selectively obtains early stage technologies and provides them the necessary scientific and



business resources to make them commercially successful. As a result of the acquisition, **Cell Logic**, another MTDC company, has expanded into Clairus' space.

Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- The **Technology Advancement Program** will host a panel presentation describing new funding opportunities, as well as changes to the Maryland Industrial Partnership program (MIPS), on Wednesday, Sept. 4 at 10 a.m. The panel will consist of Heidi Sheppard from TEDCO; Mark Grovic from the University of Maryland, College Park's Dingman Center for Entrepreneurship; and Lou Robinson from MIPS. Last month, TAP's Executive Roundtable hosted Anna Ibrahim and Uttam Bharwani of American Express Financial Advisors Inc., who spoke about "Investing in Uncertain Times."
- Chesapeake PERL Inc.'s chief scientific officer, Nikolai van Beek, will be speaking at Biophex, a conference and exhibition for Biopharmaceutical Post Discovery, Development, Processing and Manufacturing. The conference will be held from October 22 to October 24 in Santa Clara, Calif. Chesapeake PERL is a protein manufacturing company that produces complex recombinant proteins.

Graduate News:

• Martek Bioscience Corporation, which develops, manufactures and sells docosahexaenoic acid and arachidonic acid that are contained in Mead Johnson's Enfamil Premature Lipil, announced that Mead Johnson Nutritionals has seen its sales of Enfamil rise from \$172 million in the second quarter of 2001 to \$203 million in the second quarter of this year. Mead Johnson attributes the 18 percent increase to the introduction into the market of Enfamil Premature Lipil, which contains nutrients developed by Martek that are building blocks of a baby's brain and eyes.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

• **ACNTech,** which provides firms with complete network integration services, has added a new employee in the position of Director of New Business Development. Two other companies, **d'Vinci Interactive**, which develops interactive multimedia computer programs, and **DH Web**, a web design firm, have both added interns.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, was featured in the September issue of *Forbes* magazine for the development of its eICU system. The eICU system uses a telemedicine network to connect critical care patients to a remote eICU command center.
- The **Emerging Technology Center** has wet lab and office space available for start-up life sciences companies at the Harry S. Bard Building at the Baltimore City Community College. Contact Ann Lansinger at (410) 327-9150 for more information.

techcenter@UMBC University of Maryland, Baltimore County



www.umbc.edu/Business/Research Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- Accelics Inc., an informatics software company, has signed a contract with the Kennedy Kreiger Institute at Johns Hopkins to develop a high performance technical and scientific computing platform for disease research. This is the first of several projects that Accelics will perform for Kennedy Kreiger during the next several years.
 - Accelics also has signed a contract with BP Chemicals to perform an assessment of its research and development scientific computing systems.
 - O Additionally, Brian Southern, president of Accelics, has been chosen as one of *The Daily Record*'s Innovators of the Year. The awards were established to seek out and recognize Maryland residents and companies that possess the spirit of innovation and that have created products, services, programs or processes that have had a positive effect on their businesses, industries or communities.
- The companies of the **techcenter@UMBC** have been nominated for the 2002 Baltimore County Business Awards in the category of "Innovation Award: Excellence in Technology." The awards will be announced on Wednesday, Oct. 9, 2002 at a gala awards luncheon at Martin's West in Baltimore.
- Tony Moriera and Ellen Hemmerly, both of UMBC, are coordinating BioParks 2003, which will be held in Baltimore on June 20 and June 21. The focus of this one-and-a-half day conference is on the development of bioscience parks and centers through collaboration with universities. The conference is being co-hosted by UMBC, University of Maryland Baltimore and Johns Hopkins University. For more information, visit www.aurp.net.

Maryland Business Incubation Association (MBIA)

Angels and Eggs Applications Received

Applications from 32 companies have been received for Angels and Eggs, a new collaborative program between the Howard County Economic Development Authority, the Maryland Business Incubation Association (MBIA), the Maryland Technology Development Corporation (TEDCO) and UMBC. The program's goal is to network companies in Maryland incubators with angel investors. It will culminate with formal presentations by 12 finalist companies to a panel of angel investors.

Please contact Charina Chatman at (410) 313-6550 or cchatman@hceda.org with questions.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at (410) 902-5058 or lfick@mghpr.com or log onto www.MarylandTEDCO.org.

#